5/7/87 A8720-1

POTASH & PHOSPHATE INSTITUTE

NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

AGRICULTURAL STATE		FEB 1987	FEB 1986	JUL-FEB 1986/87	JUL-FEB 1985/86
AL	Alabama	5,598	2,316	34,104	45,141
AK	Alaska	61	61	975	61
AZ	Arizona	166	97	1,099	306
AR	Arkansas	8,541	2,941	31,386	26,307
CA	California	5,427	2,516	39,895	28,081
CO	Colorado	849	1,024	4,345	3,099
CT	Connecticut	515	274	2,479	2,689
DE	Delaware	342	3,291	16,148	15,244
FL	Florida	20,552	14,912	93,140	96,917
GA	Georgia	27,872	17,657	76,248	89,944
HI	Hawaii	2,817	3,861	6,820	6,795
ID	Idaho	2,338	1,002	16,618	13,172
IL	Illinois	54,728	28,235	476,197	537,191
IN	Indiana	26,954	13,449	236,163	302,917
IA	Iowa	41,884	18,796	302,561	330,521
KS	Kansas	2,143	2,853	15,474	19,574
KY	Kentucky	7,980	6,158	72,927	78,579
LA	Louisiana	11,252	10,459	51,039	29,012
ME	Maine	601	1,239	3,120	4,207
MD	Maryland	1,427	5,754	16,567	19,164
MA	Massachusetts	106	132	2,776	2,679
MI	Michigan	9,571	6,335	99,749	134,742
MN	Minnesota	17,433	8,446	204,549	218,509
MS	Mississippi	5,675	2,966	12,560	14,850
MO	Missouri	21,114	16,288	141,861	136,286
MT	Montana	950	403	5,796	5,825
NE	Nebraska	3,242	4,797	16,914	19,626
NV	Nevada	2	0	29	0
NH	New Hampshire	180	0	378	258
NJ	New Jersey	326	602	4,106	3,829
NM	New Mexico	476	362	4,169	6,696
NY	New York	3,728	3,859	34,956	38,030
NC	North Carolina	7,046	9,716	52,082	50,354
ND	North Dakota	486	363	14,385	13,166
OH	Ohio	35,489	47,368	335,324	343,476
OK	Oklahoma	979	1,705	10,196	10,673
OR	Oregon	3,639	2,389	17,245	12,347
PA	Pennsylvania	6,652	2,635	34,555	34,945
RI	Rhode Island	392	0	752	933
SC	South Carolina	12,453	19,095	41,344	77,876
SD	South Dakota	1,035	1,193	5,939	6,780
TN	Tennessee	18,176	5,397	68,767	70,169
TX	Texas	9,659	13,637	67,652	75,900
UT	Utah	422	1,907	2,360	11,062
VT	Vermont	0	(39)	1,200	2,058
VA	Virginia	5,090	19,665	47,412	76,870
WA	Washington	2,363	2,231	22,011	21,964
WV	West Virginia	379	61	1,363	1,328
WI	Wisconsin	18,837	7,515	187,907	180,964
WY	Wyoming	229	148	668	916
	TOTAL U.S.:	408,176	316,071	2,936,310	3,222,032
CANADA					
AB	Alberta	22,142	1,540	28,994	10,058
BC	Brit. Columbia	604	555	8,151	2,374
MB	Manitoba	1,496	1,392	10,587	9,686
NB	New Brunswick	818	859	4,891	3,070
NF	Newfoundland	0	54	0	573
NS	Nova Scotia	247	240	1,674	3,633
ON	Ontario	4,396	7,403	137,621	195,781
PE	Pr.Edward Isle	739	1,781	4,870	4,096
PQ	Quebec	5,664	26,374	66,386	97,147
SK	Saskatchewan	844	452	8,080	3,164
	TOTAL CAN:	36,950	40,650	271,254	329,582
EXPORT SALES:		264,805	284,270	2,248,655	1,606,567
TOTAL AGRICULTURAL		709,931	640,991	5,456,219	5,158,181
Non-Ag U.S.		25,639	27,998	247,439	256,666
	Canada	1,808	2,249	11,126	18,254
	Exports	9,456	12,712	45,045	61,350
TOTAL NON-AGRICULTURAL		36,903	42,959	303,610	336,270
GRAND TOTAL		**746,834**	**683,950**	**5,759,829**	**5,494,451**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

FEBRUARY 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	608	1,532	3,051	188	219	5,598
AK Alaska	0	61	0	0	0	61
AZ Arizona	0	0	156	0	10	166
AR Arkansas	0	62	7,879	559	41	8,541
CA California	2,139	1,826	720	0	742	5,427
CO Colorado	283	21	384	95	66	849
CT Connecticut	0	229	286	0	0	515
DE Delaware	0	0	317	0	25	342
FL Florida	9,248	2,748	2,383	853	5,320	20,552
GA Georgia	2,902	0	22,277	1,497	1,196	27,872
HI Hawaii	0	2,760	0	0	57	2,817
ID Idaho	130	1,241	967	0	0	2,338
IL Illinois	2,615	26,348	20,678	4,994	93	54,728
IN Indiana	1,799	18,744	3,974	2,326	111	26,954
IA Iowa	256	20,951	16,326	4,340	11	41,884
KS Kansas	47	274	1,430	197	195	2,143
KY Kentucky	0	6,266	1,365	274	75	7,980
LA Louisiana	2,883	4,020	4,213	136	0	11,252
ME Maine	239	0	362	0	0	601
MD Maryland	0	0	647	711	69	1,427
MA Massachusetts	0	(642)	748	0	0	106
MI Michigan	798	6,329	1,888	392	164	9,571
MN Minnesota	59	7,257	8,130	1,936	51	17,433
MS Mississippi	0	0	5,637	0	38	5,675
MO Missouri	506	2,050	14,585	3,742	231	21,114
MT Montana	0	0	887	57	6	950
NE Nebraska	46	308	1,377	973	538	3,242
NV Nevada	0	0	2	0	0	2
NH New Hampshire	0	0	180	0	0	180
NJ New Jersey	0	109	81	86	50	326
NM New Mexico	0	0	230	0	246	476
NY New York	14	575	2,325	706	108	3,728
NC North Carolina	0	1,161	2,440	3,086	359	7,046
ND North Dakota	0	54	432	0	0	486
OH Ohio	1,940	13,469	19,291	610	179	35,489
OK Oklahoma	57	16	853	0	53	979
OR Oregon	30	636	2,484	375	114	3,639
PA Pennsylvania	545	1,030	4,529	416	132	6,652
RI Rhode Island	0	0	359	12	21	392
SC South Carolina	1,699	305	9,547	374	528	12,453
SD South Dakota	0	246	675	94	20	1,035
TN Tennessee	946	5,549	8,396	2,470	815	18,176
TX Texas	1,283	2,176	5,232	63	905	9,659
UT Utah	259	59	96	0	8	422
VT Vermont	0	0	0	0	0	0
VA Virginia	242	61	2,873	1,914	0	5,090
WA Washington	52	448	1,499	254	110	2,363
WV West Virginia	0	243	136	0	0	379
WI Wisconsin	1,566	12,993	3,036	971	271	18,837
WY Wyoming	0	30	166	15	18	229
TOTAL U.S.:	33,191	141,545	185,529	34,716	13,195	408,176
CANADA						
AB Alberta	106	20,301	1,676	59	0	22,142
BC Brit. Columbia	15	0	545	0	44	604
MB Manitoba	0	117	1,379	0	0	1,496
NB New Brunswick	0	323	495	0	0	818
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	247	0	0	247
ON Ontario	0	41	3,815	309	231	4,396
PE Pr.Edward Isle	0	0	739	0	0	739
PQ Quebec	0	0	5,437	0	227	5,664
SK Saskatchewan	0	204	640	0	0	844
TOTAL CAN:	121	20,986	14,973	368	502	36,950
*EXPORT SALES:	213,194	10,950	27,494	7,583	5,584	264,805
TOTAL AG SALES	246,506	173,481	227,996	42,667	19,281	709,931
NON-AG U.S.	21,541	-	-	3,844	254	25,639
Canada	1,707	-	-	74	27	1,808
*Exports	737	-	-	8,701	18	9,456
TOTAL NON-AG SALES	23,985	-	-	12,619	299	36,903
GRAND TOTAL	**270,491**	**173,481**	**227,996**	**55,286**	**19,580**	**746,834**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

FEBRUARY 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	1,407	0	15,543	0	0	16,950
China	44,932	0	0	0	0	44,932
Columbia	0	0	698	0	424	1,122
Costa Rica	1,561	0	362	0	0	1,923
Guatemala	3,335	0	2,001	0	0	5,336
India	32,857	0	0	0	0	32,857
Indonesia	20,263	0	0	0	0	20,263
Japan	20,875	10,950	8,890	7,583	5,105	53,403
Korea	14,979	0	0	0	0	14,979
Malaysia	31,546	0	0	0	0	31,546
Mexico	217	0	0	0	55	272
New Zealand	16,185	0	0	0	0	16,185
Sri Lanka	7,372	0	0	0	0	7,372
Switzerland	17,665	0	0	0	0	17,665
TOTAL AG:	213,194	10,950	27,494	7,583	5,584	264,805
NON-AGRICULTURAL						
Japan	175	-	-	8,701	0	8,876
Korea	188	-	-	0	0	188
Mexico	324	-	-	0	18	342
United Kingdom	50	-	-	0	0	50
TOTAL NON-AG:	737	-	-	8,701	18	9,456
TOTAL EXPORTS:	**213,931**	**10,950**	**27,494**	**16,284**	**5,602**	**274,261**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

FEBRUARY 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	608	1,213	2,133	188	4,142
AK Alaska	0	61	0	0	61
AZ Arizona	0	0	0	0	0
AR Arkansas	0	0	5,539	559	6,098
CA California	0	0	0	0	0
CO Colorado	139	0	62	95	296
CT Connecticut	0	229	286	0	515
DE Delaware	0	0	317	0	317
FL Florida	9,155	2,748	2,383	853	15,139
GA Georgia	2,902	0	22,277	1,497	26,676
HI Hawaii	0	2,113	0	0	2,113
ID Idaho	20	2	482	0	504
IL Illinois	2,583	26,298	19,771	4,994	53,646
IN Indiana	1,799	18,744	3,974	2,326	26,843
IA Iowa	256	20,237	11,582	4,340	36,415
KS Kansas	0	0	63	197	260
KY Kentucky	0	6,266	1,365	274	7,905
LA Louisiana	2,725	3,637	3,743	136	10,241
ME Maine	239	0	362	0	601
MD Maryland	0	0	647	711	1,358
MA Massachusetts	0	(642)	748	0	106
MI Michigan	798	6,329	1,888	392	9,407
MN Minnesota	59	7,257	8,130	1,936	17,382
MS Mississippi	0	0	5,637	0	5,637
MO Missouri	122	1,700	8,170	3,742	13,734
MT Montana	0	0	887	57	944
NE Nebraska	0	193	574	973	1,740
NV Nevada	0	0	2	0	2
NH New Hampshire	0	0	180	0	180
NJ New Jersey	0	109	81	86	276
NM New Mexico	0	0	0	0	0
NY New York	14	575	2,325	706	3,620
NC North Carolina	0	1,161	2,440	3,086	6,687
ND North Dakota	0	54	432	0	486
OH Ohio	1,940	13,469	19,291	610	35,310
OK Oklahoma	0	0	0	0	0
OR Oregon	0	312	2,139	375	2,826
PA Pennsylvania	545	1,030	3,625	416	5,616
RI Rhode Island	0	0	359	12	371
SC South Carolina	1,699	305	9,547	374	11,925
SD South Dakota	0	246	651	94	991
TN Tennessee	946	5,549	8,396	2,470	17,361
TX Texas	0	0	106	63	169
UT Utah	40	0	5	0	45
VT Vermont	0	0	0	0	0
VA Virginia	242	61	2,873	1,914	5,090
WA Washington	52	432	1,258	254	1,996
WV West Virginia	0	243	136	0	379
WI Wisconsin	1,547	12,993	3,003	971	18,514
WY Wyoming	0	0	136	15	151
TOTAL U.S.:	28,430	132,924	158,005	34,716	354,075
CANADA					
AB Alberta	106	20,301	1,676	59	22,142
BC Brit. Columbia	15	0	545	0	560
MB Manitoba	0	117	1,379	0	1,496
NB New Brunswick	0	323	495	0	818
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	0	247	0	247
ON Ontario	0	41	3,815	309	4,165
PE Pr.Edward Isle	0	0	739	0	739
PQ Quebec	0	0	5,437	0	5,437
SK Saskatchewan	0	204	640	0	844
TOTAL CAN:	121	20,986	14,973	368	36,448
*EXPORT SALES:	208,084	10,950	26,434	7,583	253,051
TOTAL AG SALES:	236,635	164,860	199,412	42,667	643,574
NON-AG U.S.	15,682	-	-	3,844	19,526
Canada	1,707	-	-	74	1,781
*Exports	413	-	-	8,701	9,114
TOTAL NON-AG SALES:	17,802	-	-	12,619	30,421
GRAND TOTAL	**254,437**	**164,860**	**199,412**	**55,286**	**673,995**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

FEBRUARY 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	1,407	0	15,543	0	16,950
China	44,932	0	0	0	44,932
Guatemala	3,335	0	2,001	0	5,336
India	32,857	0	0	0	32,857
Indonesia	20,263	0	0	0	20,263
Japan	17,543	10,950	8,890	7,583	44,966
Korea	14,979	0	0	0	14,979
Malaysia	31,546	0	0	0	31,546
New Zealand	16,185	0	0	0	16,185
Sri Lanka	7,372	0	0	0	7,372
Switzerland	17,665	0	0	0	17,665
TOTAL AG:	208,084	10,950	26,434	7,583	253,051
NON-AGRICULTURAL					
Japan	175	-	-	8,701	8,876
Korea	188	-	-	0	188
United Kingdom	50	-	-	0	50
TOTAL NON-AG:	413	-	-	8,701	9,114
TOTAL EXPORTS:	**208,497**	**10,950**	**26,434**	**16,284**	**262,165**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

FEBRUARY 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	0	319	918	0	219	1,456
AK Alaska	0	0	0	0	0	0
AZ Arizona	0	0	156	0	10	166
AR Arkansas	0	62	2,340	0	41	2,443
CA California	2,139	1,826	720	0	742	5,427
CO Colorado	144	21	322	0	66	553
CT Connecticut	0	0	0	0	0	0
DE Delaware	0	0	0	0	25	25
FL Florida	93	0	0	0	5,320	5,413
GA Georgia	0	0	0	0	1,196	1,196
HI Hawaii	0	647	0	0	57	704
ID Idaho	110	1,239	485	0	0	1,834
IL Illinois	32	50	907	0	93	1,082
IN Indiana	0	0	0	0	111	111
IA Iowa	0	714	4,744	0	11	5,469
KS Kansas	47	274	1,367	0	195	1,883
KY Kentucky	0	0	0	0	75	75
LA Louisiana	158	383	470	0	0	1,011
ME Maine	0	0	0	0	0	0
MD Maryland	0	0	0	0	69	69
MA Massachusetts	0	0	0	0	0	0
MI Michigan	0	0	0	0	164	164
MN Minnesota	0	0	0	0	51	51
MS Mississippi	0	0	0	0	38	38
MO Missouri	384	350	6,415	0	231	7,380
MT Montana	0	0	0	0	6	6
NE Nebraska	46	115	803	0	538	1,502
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	0	0	0	50	50
NM New Mexico	0	0	230	0	246	476
NY New York	0	0	0	0	108	108
NC North Carolina	0	0	0	0	359	359
ND North Dakota	0	0	0	0	0	0
OH Ohio	0	0	0	0	179	179
OK Oklahoma	57	16	853	0	53	979
OR Oregon	30	324	345	0	114	813
PA Pennsylvania	0	0	904	0	132	1,036
RI Rhode Island	0	0	0	0	21	21
SC South Carolina	0	0	0	0	528	528
SD South Dakota	0	0	24	0	20	44
TN Tennessee	0	0	0	0	815	815
TX Texas	1,283	2,176	5,126	0	905	9,490
UT Utah	219	59	91	0	8	377
VT Vermont	0	0	0	0	0	0
VA Virginia	0	0	0	0	0	0
WA Washington	0	16	241	0	110	367
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	19	0	33	0	271	323
WY Wyoming	0	30	30	0	18	78
TOTAL U.S.:	4,761	8,621	27,524	0	13,195	54,101
CANADA						
AB Alberta	0	0	0	0	0	0
BC Brit. Columbia	0	0	0	0	44	44
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	0	0
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	0	0
ON Ontario	0	0	0	0	231	231
PE Pr.Edward Isle	0	0	0	0	0	0
PQ Quebec	0	0	0	0	227	227
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	0	0	502	502
*EXPORT SALES:	5,110	0	1,060	0	5,584	11,754
TOTAL AG SALES:	9,871	8,621	28,584	0	19,281	66,357
NON-AG U.S.	5,859	-	-	0	254	6,113
Canada	0	-	-	0	27	27
*Exports	324	-	-	0	18	342
TOTAL NON-AG SALES:	6,183	-	-	0	299	6,482
GRAND TOTAL	**16,054**	**8,621**	**28,584**	**0**	**19,580**	**72,839**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (Short Tons K2O)

FEBRUARY 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Columbia	0	0	698	0	424	1,122
Costa Rica	1,561	0	362	0	0	1,923
Japan	3,332	0	0	0	5,105	8,437
Mexico	217	0	0	0	55	272
TOTAL AG:	5,110	0	1,060	0	5,584	11,754
NON-AGRICULTURAL						
Mexico	324	-	-	0	18	342
TOTAL NON-AG:	324	-	-	0	18	342
TOTAL EXPORTS:	5,434	0,	1,060	0	5,602	12,096